

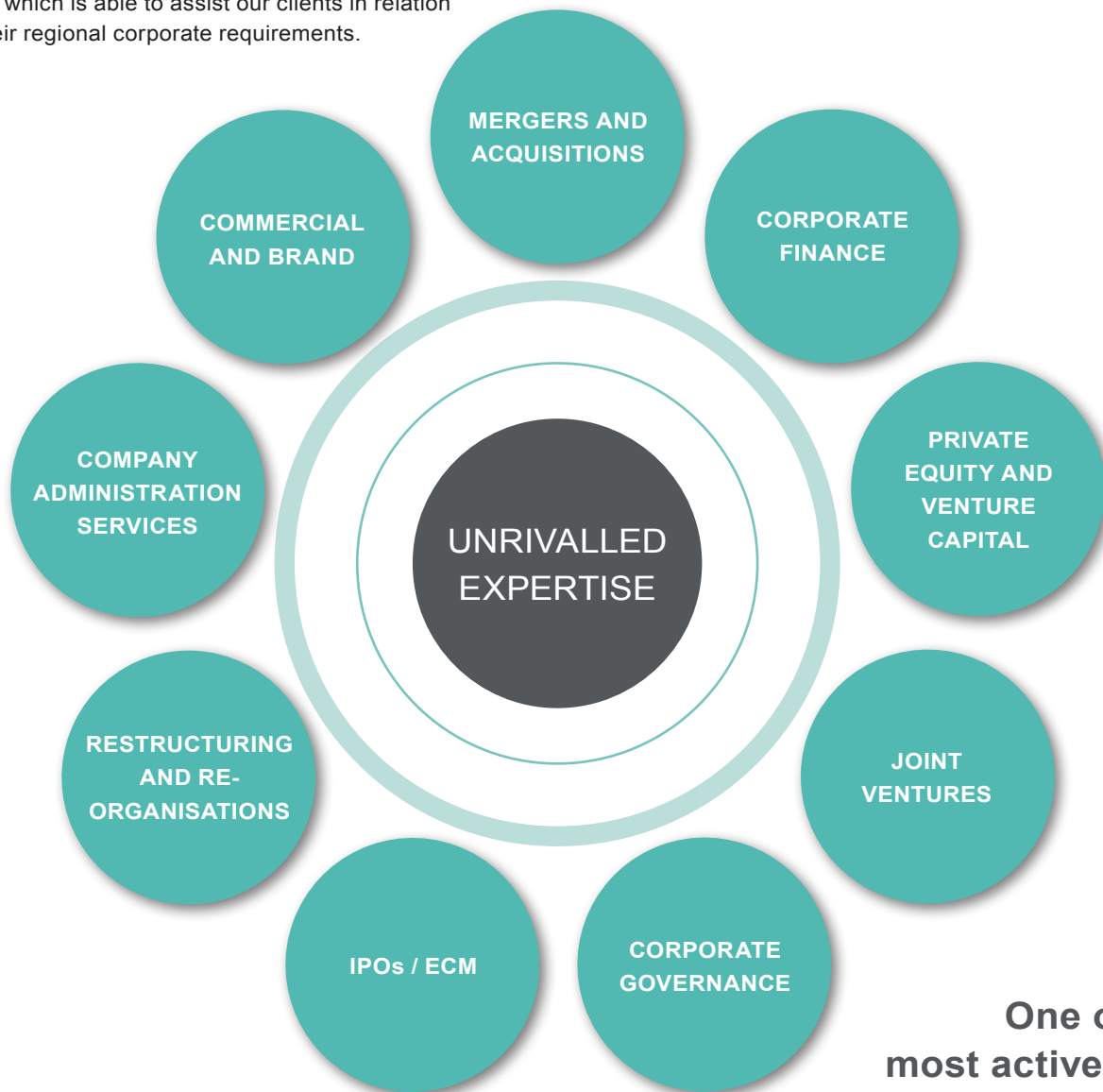


# CORPORATE

Our corporate practice is one of the most established in the region having acted on a significant number of complex regional cross border M&A transactions as well as many noteworthy joint ventures and restructurings. Our clients range from global corporates to international and regional private equity firms, family offices, sovereign wealth funds and SMEs. We are renowned for having a flexible practice which is able to assist our clients in relation to all their regional corporate requirements.

*The Addleshaw Goddard corporate team has an impressive depth of regional experience and are well-trusted in relation to complex transactions.*

CARLYLE GROUP



**US\$ 2 billion**  
of deals in the GCC since 2012

**One of the most active GCC corporate teams in M&A, Joint Ventures and Restructurings**

## Significant deals

### M&A

Our team has an established record of undertaking significant and complex acquisitions and disposals across the GCC. Our lawyers are fully conversant with cross border regional issues and have considerable experience of executing our clients most challenging M&A transactions.

We support our clients with the full range of M&A transaction services, including assessing opportunities, preliminary documents (confidentiality agreements, term sheets and exclusivity agreements), due diligence, disclosure, sale and purchase agreements, financing (including Islamic financing), security arrangements, signing and closing and post-closing matters.

- ▶ Actuant Corporation, an NYSE-listed company, on its acquisition of the FourQuest Energy business in the United Arab Emirates, Qatar, Oman, Saudi Arabia, Kuwait, Algeria and Kazakhstan;
- ▶ dnata in relation to its acquisition of Air Dispatch, being a Group which operates a ground-handling and centralized load controlled services airport business in each of the Czech Republic, Poland and Slovakia; and
- ▶ Bank Sohar SAOG on its proposed merger with Bank Dhofar SAOG.

### Joint Ventures

We support our clients at all stages of their joint venture arrangements, including undertaking due diligence on potential joint venture partners, advising on structuring and establishing the appropriate joint venture vehicle, and drafting and negotiating preliminary and key documentation to protect the interests of our clients at each stage of the process. We focus our advice to meet the technical, operational, legal, financial and regulatory requirements of our clients' joint venture arrangements.

- ▶ United Projects for Aviation Services Company, a full service commercial real estate development and facilities management company, listed on the Kuwaiti stock exchange on its co-investment and joint venture arrangements in relation to Al Farwaniya Property Developments LLC, a company with development rights for Abu Dhabi's new US\$ 1 billion Reem Mall; and
- ▶ Hira Industries in relation to its joint venture with Dutch pipes support company, Walraven, whereby Hira Industries hived down its pipe support division into a newly incorporated joint venture vehicle.

## Private Equity

We support our clients with a range of transaction services, including assessing opportunities, the bid stage, term sheets, due diligence and reporting, key transaction documents, dealing with acquisition, investment and financing (including security), signing and closing and post-closing matters. We help our clients manage their portfolio, grow their investments through organic means and bolt-on acquisitions and to prepare for exits through legal health checks and pre-sale planning.

- ▶ Carlyle Group in relation to the acquisition of a forty-nine per cent interest in Alamaar Foods, a pan-GCC catering and food manufacturing business headquartered in KSA;
- ▶ Havenvest Private Equity on its investment in the Middle East division of the Help AG Group, an IT and Internet security business; and
- ▶ Dubai International Capital in relation to the disposal of its forty-five per cent interest in a UAE-based entity operating in the industrial sector.

## Key Contacts



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